

Message Text

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46

ACTION COME-00

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FM AMEMBASSY LIMA

TO SECSTATE WASHDC 2661

UNCLAS LIMA 10380

EO 11652: N/A

TAGS: BDIS, PE

SUBJ: TRADE COMPLAINT: PERUVIAN NAVY AND HYCEL INC.

TO: MR. BOB CUMMINGS

GENERAL MANAGER L.A.

HYCEL, INC.

7920 WESTPART DRIVE

HOUSTON, TEXAS 77036

TEL: (713)-782-6740

UPON HIS RETURN FROM US, ECONOMIC COMMERCIAL COUNSELOR CLINT SMITH ADVISED ME OF PROBLEM YOU ARE HAVING RECEIVING PAYMENT FOR HYCEL EQUIPMENT DELIVERED TO PERUVIAN NAVY FOLLOWING NINTH PACIFIC FAIR AND ASKED ME TO TAKE APPROPRIATE ACTION. I HAVE HAD SEVERAL MEETINGS WITH YOUR LOCAL REP CARLOS MINETTI OF AHSECO. ACCORDING TO MINETTI, THE PROBLEM IS NOT IN PERU BUT IN UNITED STATES. PERUVIAN NAVY IS EAGER TO KEEP EQUIPMENT BUT WAS INFORMED THAT NAVILCO FINANCING NOT AVAILABLE BECAUSE EQUIPMENT HAS NOT PASSED INSPECTION BY US NAVY. MINETTI INSISTS THAT THERE WAS CLEAR UNDERSTANDING FROM START THAT FINANCING FOR PURCHASE WOULD COME FROM NAVILCO AND NOT DIRECTLY FROM PERUVIAN NAVY. BOTH MINETTI AND PERUVIAN NAVY EXPRESS CONFUSION OVER SPECIFIC NATURE OF PROBLEM IN U.S. AND WOULD APPRECIATE CLARIFICATION. AMADEO BARZOTTI OF PERUVIAN NAVY WILL TRAVEL WITHIN NEXT THREE DAYS TO PHILADELPHIA TO DISCUSS PROBLEM WITH NAVAL MEDICAL SUPPORT COMMAND. MINETTI INFORMS ME YOU WIL BE COMING TO LIMA ON NOVEMBER 17. PLEASE CALL AT THE EMBASSY. WE WILL EXTEND OUR GOOD OFFICES IN ATTEMPTING TO REACH A MUTUALLY SATISFACTORY SOLUTION TO PRESENT IMPASSE.

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ROBERT KOHN, COMMERCIAL ATTACHE

AMERICAN EMBASSY
LIMA, PERU
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Message Attributes

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